



SANGOMA TECHNOLOGIES Corporate Overview



Sangoma at a Glance



**Over 35 Years
Experience**



**Customers Range from
SMB to SP**



Proven Financial Performance
Increasing Profitability and
Revenue



**Publicly Traded on TSX
Venture: STC**



Global Presence
HQ Toronto, Canada
15+ Regional Offices



**Sponsor of the two largest
open source communications
projects in the world**



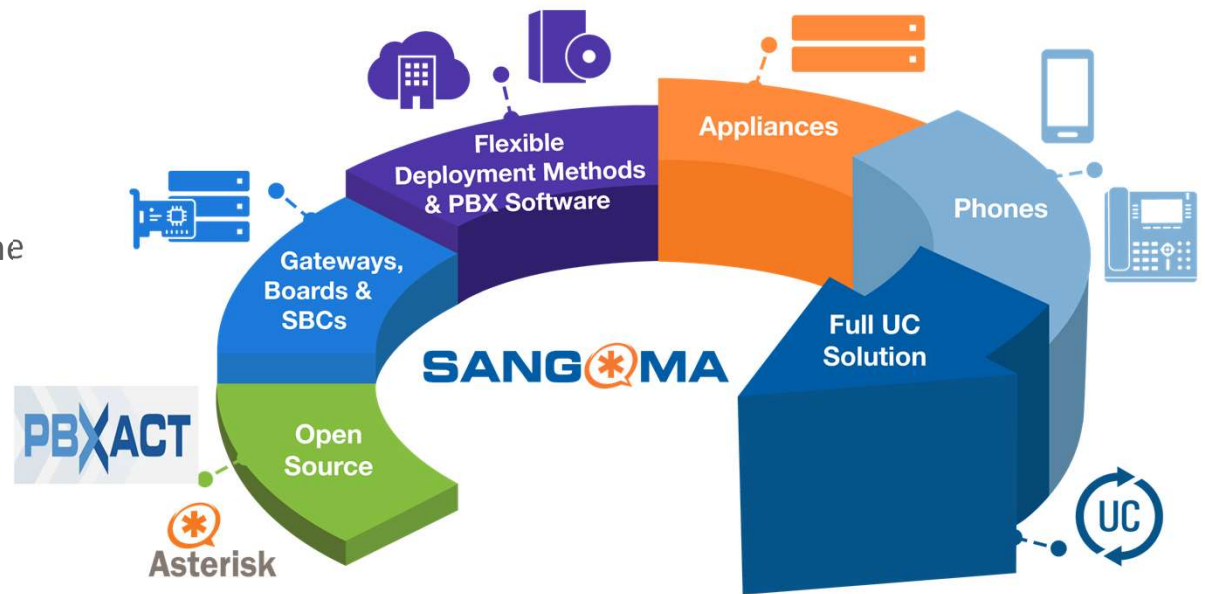
What's Driving Sangoma

- » Sangoma is a leader in enterprise, value-based business communication solutions, delivering industry-leading quality at price points that enhance customers' ROI.
- » In today's fast-paced world, Sangoma believes:
 - » organizations can achieve greater levels of connectivity by having access to powerful, affordable communications solutions from a reliable partner
 - » building tomorrow's solutions will help the world to connect and collaborate in new ways



Complete End to End Unified Communications Solution

- » Complete UC Solution
 - » Phone system / PBX
 - » Key Unified Communication Features
 - » IP Phones & Mobile/Desktop Softphone
 - » Connectivity Hardware and Software
 - » Network Connection (SIP Trunks)
- » All from a single vendor
- » Available as on-premise equipment or cloud-based service



Leading Business / Unified Communications Solution Provider

Digium Acquisition



Acquisition complete - September 2018



- » Merges the two largest open-source communications suppliers into one
 - » Industry leading value-based unified communications supplier
- » Broader Product Offering
- » Leverages Complementary Businesses and Channel
 - » Improved Global Channel Coverage
 - » Increased Ability to Drive more Cloud
- » Company Scale
 - » Revenue / EBITDA Increase

Sangoma Customers

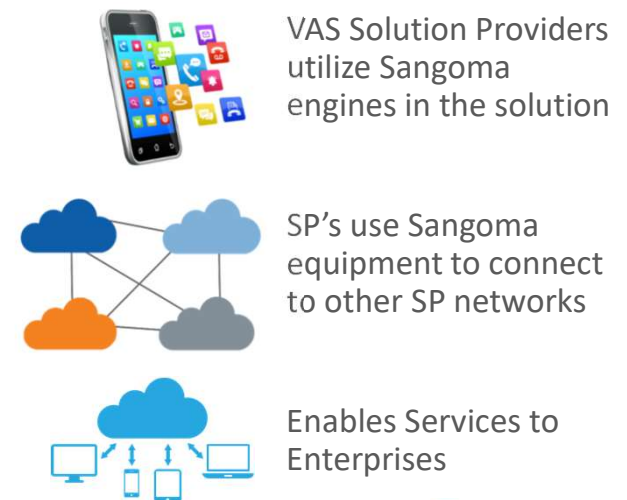
SMB and Enterprises



Developers and System Integrators



Service Providers



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Diverse Customer Base



- » Customers in over 150 countries
- » Tens of thousands of customers
- » Up to 5M users of combined Sangoma/Digium products



- » No customer accounts for greater than 3% of total revenue

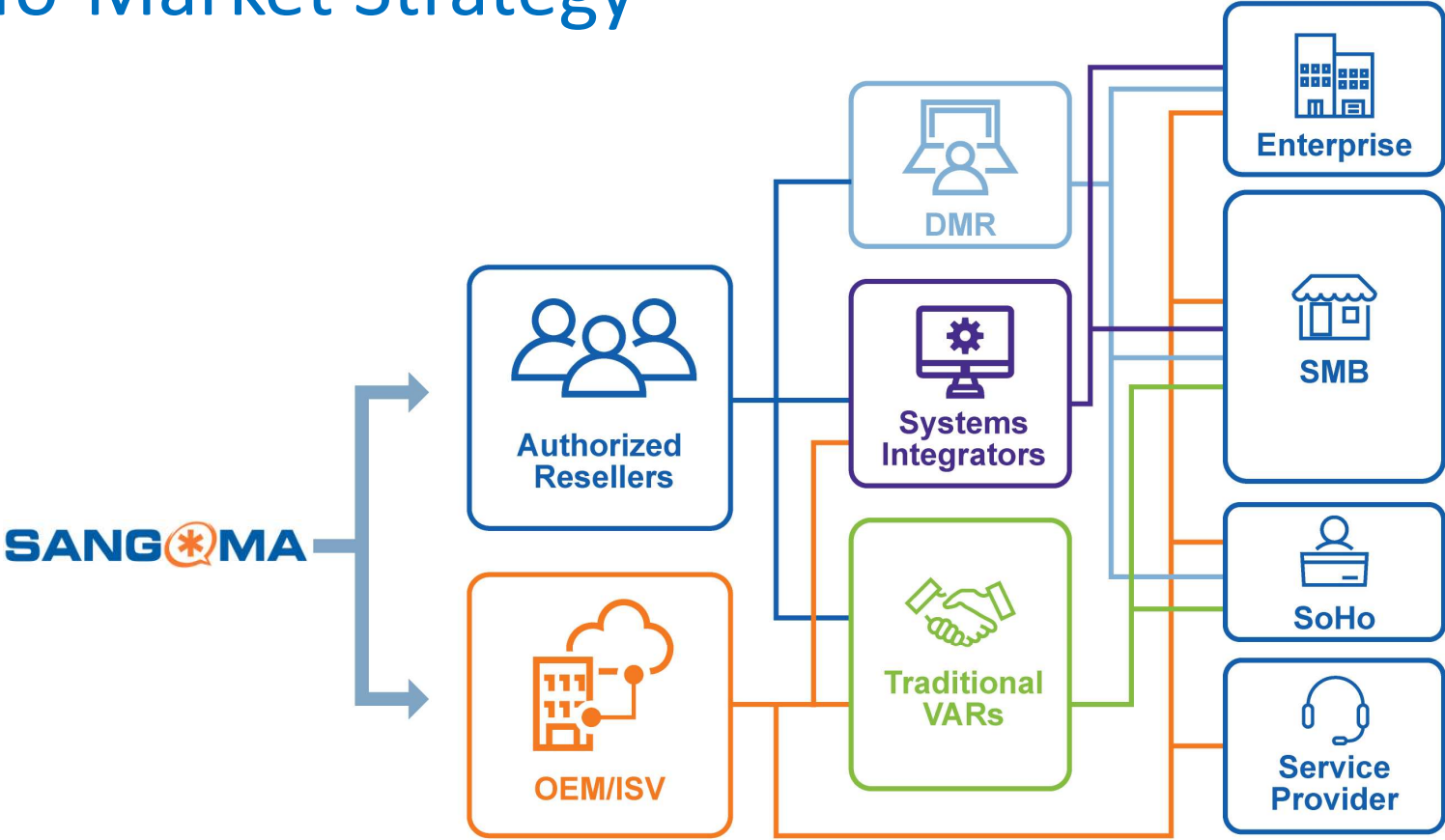


- » SMBs, larger enterprises, carriers/service providers, and OEM
- » Any setting where telecom is used, which is everywhere
- » Customers of all sizes from SMB to Fortune 500 to SP



- » Indirect channels through a mix of distributors and smaller focused resellers/system integrators/application developers
- » Direct to OEM/ISV

Go-To-Market Strategy



Marquee Customers Throughout the World

verizon[✓]

TELECOM
ITALIA

MTT

windstream[™]
communications

UNIFY

ORACLE[®]

AVAYA

AT&T

Mitel[®]

Michigan CAT

LOCKHEED MARTIN

DEER VALLEY
RESORT



BT

SAGEM

AVST

Kroger

CCSD
CLARK COUNTY
SCHOOL DISTRICT



STARFACE
COMFORTPHONING

MHG | MARTIN
HEALTHCARE
GROUP

ERICSSON

Baidu 百度
www.baidu.com

sip:WISE

Atos

ONTARIO
SYSTEMS

Tulane
University

BUCKHEADLife
Restaurant Group

ooredoo

NEXTEL
THE TELECOM INTEGRATOR

InfoSnap
A solution that registers.

Transaction
Network Services

BILL PENNEY
TOYOTA

onmobile

syntec
TELECOM
Innovation in Telecommunication

McKESSON

Verifone[®]

NOBLE SYSTEMS
CUSTOMER CONTACT TECHNOLOGIES



GETTYSBURG AREA SCHOOL DISTRICT
A Great Place To Learn

symbio
NETWORKS

SANGOMA

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How We Win – The Sangoma Advantages

Technology/Features

- Identical functionality/technology stack whether deployed on-premise or in the cloud. **Rare in our space!**
- Recognized as one of the **highest quality providers** in our space for
 - Performance
 - Reliability
 - Ease of use
 - Global Support 24/7
- **Unique product functionality:**
 - VoIP Gateways with failover (ENP)
 - SBCs for premise/cloud/hybrid, software or hardware IP Phones with built in Zero Touch provisioning.
 - PBX with encryption features protecting against toll fraud and hacking

Commercial

- Offer advanced/complete feature set for customers seeking value, not just lowest price. Positioned below biggest competitors but above cheap solutions.
- Product lines offered in OpEx or CapEx pricing models
 - Software add-ons
 - Premise PBX vs Cloud PBX
 - Session Border Controllers
 - IP Phones
 - Professional Services

Asterisk/ PBXACT

- **Over 5 Million users** and over **50K installs per month** of both
- **Beachhead** to offer Products and Services to users who already have positive predisposition
 - Software add-ons
 - IP Phones
 - SIP Trunking
 - VoIP Gateways
 - Session Border Controllers
 - Interface cards
 - Training
 - Technical Support
 - Maintenance
 - Cloud Fax
 - Commercial/hardened versions

Summary

- » Sangoma has been providing business communication solutions for over 35 years
- » Stable Growing Global Company
- » Provider of Industry Leading Value-Based Enterprise Communication Solutions
 - › PBX and UC in a single platform
 - › CPE and Cloud Options
 - › Other Infrastructure such as SBC, Phones, Clients and Gateways
- » World's largest provider of open source communications solutions
“Engines” for Value Added Service Solutions on fixed and mobile networks have fueled \$Billions of dollars of revenue
- » We understand your changing needs in this fast paced world



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